

Message Text

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PAGE 01 MOSCOW 03790 201552Z

21

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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R 201438Z MAR 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8370

INFO USDOC WASHDC

AMEMBASSY BELGRADE

AMEMBASSY BUDAPEST

AMEMBASSY BUCHAREST

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY VIENNA

AMEMBASSY WARSAW

UNCLAS MOSCOW 3790

VIENNA FOR EWTC

E.O. 11652: NA

TAGS: BEXP UR

SUBJ: EASTWEST MARKETS REQUEST FOR TRADE OPPORTUNITY DATA

1. TELEX FROM KENNETH R. AMES, EUROPEAN EDITOR OF EAST-WEST MARKETS, A CHASE WORLD INFORMATION CORPORATION (CHASE MANHATTAN BANK) PUBLICATION, REQUESTS QTE DETAILS OF TENDERS PUT OUT BY FOREIGN TRADE ORGANIZATIONS IN YOUR AREA. MUCH OF THIS INFORMATION EVENTUALLY IS AVAILABLE AT THE DD OF CC . IN WASHINGTON. OUR OBJECT, HOWEVER, IS TO OBTAIN THIS INFORMATION WITH MINIMUM OF DELAY. WE WOULD THEREFORE BE MOST GRATEFUL IF YOU COULD TELEX US THE DETAILS (INCLUDING SPECIFICATIONS AND DATES) OF TENDERS AS THEY BECOME AVAILABLE. IF NECESSARY, A BRIEF CALL TO OUR NUMBER (TELEPHONE: VIENNA 52-93-89, TELEX 74863) AND WE WILL CALL YOU BACK. WE WOULD HOPE THAT SUCH ARRANGEMENT COULD BE MADE ON A LONG-TERM BASIS. END QUOTE

2. BECAUSE COMPLIANCE WITH THIS DEMAND WOULD FAVOR ONE FIRM OVER ALL OTHERS INTERESTED IN SOVIET TENDERS, FOLLOWING UNCLASSIFIED

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REPLY HAS BEEN SENT TO AMES: QTE PHYSICAL IMPOSSIBILITY

FOR US TO PROVIDE INFORMATION YOU HAVE ASKED TO EACH INDIVIDUAL REQUESTOR SIMULTANEOUSLY HAS DICTATED THAT, IN FAIRNESS TO ALL, TENDER INFORMATION BE SENT TO SINGLE POINT FOR APPROPRIATE DISSEMINATION. THAT POINT IS, OF COURSE, U.S. DEPARTMENT OF COMMERCE. REGRET THIS MUST BE DIS-APPOINTING REPLY TO YOUR REQUEST. END QTE

3. THIS MESSAGE BEING REPEATED TO OTHER EE POSTS BECAUSE WORDING OF AMES TELEX SUGGESTS IT IS STANDARD INQUIRY PROBABLY SENT TO MULTIPLE ADDRESSEES.

4. CONSIDERING NOT ONLY PROVISIONS 10FAM946 BUT ALSO DOL 300 ANNUAL COST OF SUBSCRIPTION TO EASTWEST MARKETS, NEED TO AVOID GIVING ONE PUBLICATION COMPETITIVE ADVANTAGE OVER OTHERS AND DESIRABILITY OF AVOIDING IMPLIED USG ENDORSEMENT OF ONE AMERICAN BANK OVER ANOTHER, EMBASSY ASSUMES USDOC MAY ALREADY HAVE ENCOUNTERED NEED TO FEND OFF SIMILAR REQUESTS.

STOESSEL

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NNN

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Margaret P. Grafeld
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